SMITH & HAWKEN

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January 15, 1990

Stephanie Leonard
Whole Earth Institute
27 Gate Five Road
Sausalito, CA 94965

Dear Stephanie,

Thank you for your letter of January 8, 1990 including the enclosures of the follow-ups. I'd appreciate, for the time being, if you did not follow-up any longer on the names in my rolodex because of the lack of response. Looking at the follow-up status, it's clear that we have not tapped a fertile vein for this type of solicitation, and I would just like to hold off for the time being. This relates to my prior letter in which I asked for a board meeting to address this issue of leadership. I won't go into it now, but I appreciate everything you are doing.

Sincerely,

Paul Hawken

PH:pd